

Message Text

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TAGS: BEXP, UK

SUBJECT: OIM RESEARCH, PROCESS CONTROL INSTRUMENTATION
INTERPLAN BID

REF: A) LONDON 13470

B) USDOC 19287

1) REFERENCE A REPORTED INTERPLAN'S ORIGINAL BIDS FOR SUBJECT STUDY. FOLLOWING NEGOTIATIONS WITH THE INTERPLAN FIRM, WHICH HAS EXTENSIVE EXPERIENCE IN THE PROCESS CONTROL INSTRUMENTATION SECTOR, IT AGREED TO MODIFY ITS ORIGINAL BID TO MATCH SOMEWHAT REDUCED SPECIFICATIONS DESCRIBED BELOW.

2) ITS NEW BID PRICES FOR THE FIVE COUNTRIES MENTIONED IN REF. B. ARE:

A) UK	6480 DOLLARS	2700 POUNDS
B) WEST GERMANY	7500 DOLLARS	3125 POUNDS
C) ITALY	4920 DOLLARS	2050 POUNDS
D) IRAN	4920 DOLLARS	2050 POUNDS
E) SPAIN	4390 DOLLARS	1830 POUNDS

UNDER ITS NEW BID THE AVERAGE PRICE PER COUNTRY IS 5642 DOLLARS. NO DISCOUNT FOR COMMISSIONING MORE THAN ONE COUNTRY IS POSSIBLE.

3) THE NEW BIDS ARE ALSO CONTINGENT ON THE BELOW MODIFICATIONS IN THE ORIGINAL SPECIFICATIONS FORWARDED WITH THE DEPARTMENT'S A-8403 OF OCTOBER 5, 1973.

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A) SECTION 3.2 - PRODUCT ANALYSIS - SIZE OF MARKET,

INTERPLAN PROPOSED THAT AVAILABLE STATISTICS BE CITED AND THE MARKET SIZE BE DERIVED FROM VALUES, PROPORTIONS, RATIOS, ETC. USED FOR PREVIOUS INTERPLAN STUDY. NO NEW INVESTMENT CALCULATION TO BE UNDERTAKEN.

B) SECTION 3.23 - UNDER COMPETITIVE POSITION OF US INSTRUMENTS, DELETE SUB SECTIONS (C) AND (E).

C) SUB SECTION 3.31.01 - CHANGE TO READ SEVEN INDUSTRIES RATHER THAN 10. DELETED INDUSTRIES WOULD BE (1) PIPE-LINES, (2) STONE, CLAY AND GLASS, (3) INSTRUMENT INDUSTRY.

SUB SECTION 3.31.02 - DELETE (B)

D) SUB SECTION 3.33.01 - PREPARE PROFILE ON 3 SECTORS, ONE EACH FROM THREE LARGEST USER INDUSTRIES.

SUB SECTION 3.33.02 - DELETE (G)

SUB SECTION 3.34.01 - DESCRIBE ONE LARGE AND ONE MEDIUM SIZED INSTALLATION FOR THREE INDUSTRY SECTORS ONLY.

SUB SECTION 3.34.01 - INFORMATION FOR (C) MAY BE APPROXIMATE.

E) SUB SECTION 3.40.01 - DELETE (A), (F), AND (G).

F) SECTION 3.54 TRADE EVENTS DELETE

G) THE FOLLOWING PRODUCTS WOULD NOT BE COVERED:

- 1) DATA LOGGING AND REMOTE SUPERVISORY SYSTEMS
- 2) POSITIVE DISPLACEMENT METERS EXCEPT THOSE USED AS TRANSMITTERS.
- 3) ELECTRIC ACTUATORS
- 4) SOLENOID VALVES
- 5) VARIABLE SPEED DRIVES
- 6) INSTALLATION ACCESSORIES AND SPARE PARTS

3) COMMENT: WE CONSIDER INTERPLAN'S CAPABILITIES IN THE PC INDUSTRY TO BE QUITE HIGH; THEREFORE, WE HOPE THAT FIVE COUNTRY RESEARCH CAN BE AWARDED TO IT. SINCE THE SPECIFICATIONS HAVE BEEN MODIFIED FROM THOSE ORIGINALLY BID ON, IF THIS RESEARCH IS AWARDED TO INTERPLAN IT WILL HAVE TO BE DONE BY WAIVER.

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